



# Department of the Navy Office of Small Business Programs

**Springfield Navy Week  
20 September 2018**

**Small Business Workshop**

**"Small Business...  
*The First Option*"**

**Ms. Emily Harman  
Director  
DON OSBP**

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# Navy 2017 Year in Review in Photos

Department of the Navy  
Office of Small Business Programs

<https://youtu.be/4ycG37iZOg>

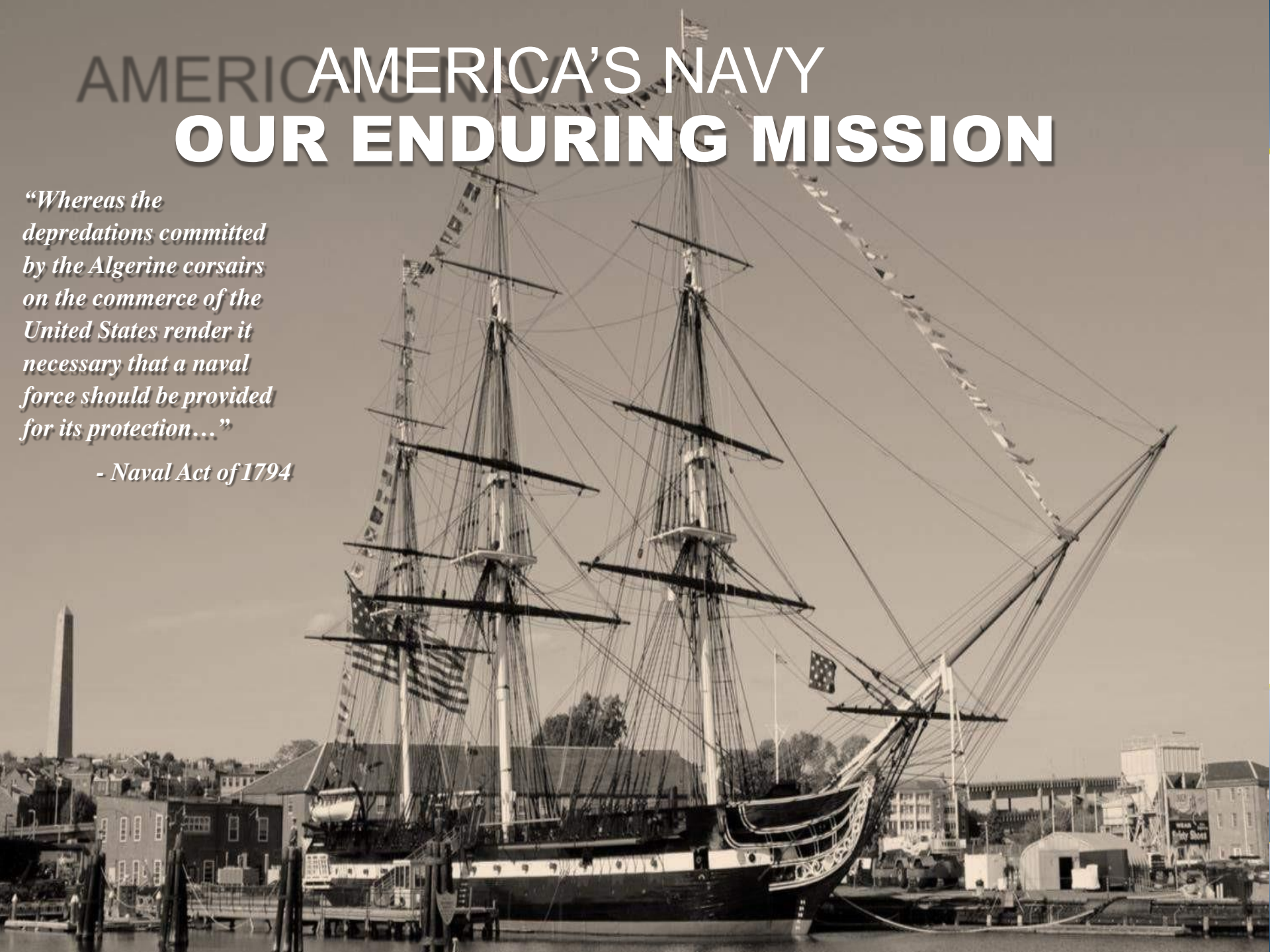


“Small Business...  
*The First Option*”

# AMERICA'S NAVY OUR ENDURING MISSION

*“Whereas the depredations committed by the Algerine corsairs on the commerce of the United States render it necessary that a naval force should be provided for its protection...”*

*- Naval Act of 1794*



A blue-tinted photograph of a US Navy fleet at sea. In the foreground, the bow of a large ship, likely an Arleigh Burke-class destroyer, is visible, cutting through the water. Behind it, several other ships, including an aircraft carrier, are visible in the distance. The sky is overcast and the water is choppy.

# THE NAVY THE NATION NEEDS **OUR ENDURING MISSION**

*PROMOTE AMERICAN INTERESTS  
PRESERVE THE PEACE  
PROTECT THE HOMELAND*



### U.S. Fleet Forces

- Standing Naval Forces Atlantic
- Ballistic Missile Defense

### U.S. Naval Forces Europe

- Theater Security Cooperation
- NATO Support
- Black Sea Operations
- Ballistic Missile Defense

### U.S. Naval Forces Central Command

- Operation Inherent Resolve
- Maritime Security Operations
- Counter-Piracy Operations
- Ballistic Missile Defense

# AMERICA'S NAVY OPERATIONS UPDATE

### U.S. Naval Forces Southern Command

- Counter-Narcotics Operations
- Southern Partnership Station

### U.S. Naval Forces Africa

- Africa Partnership Station
- Counter-Piracy Operations
- Counter-Terrorism Operations
- Maritime Security Operations

### U.S. Pacific Fleet

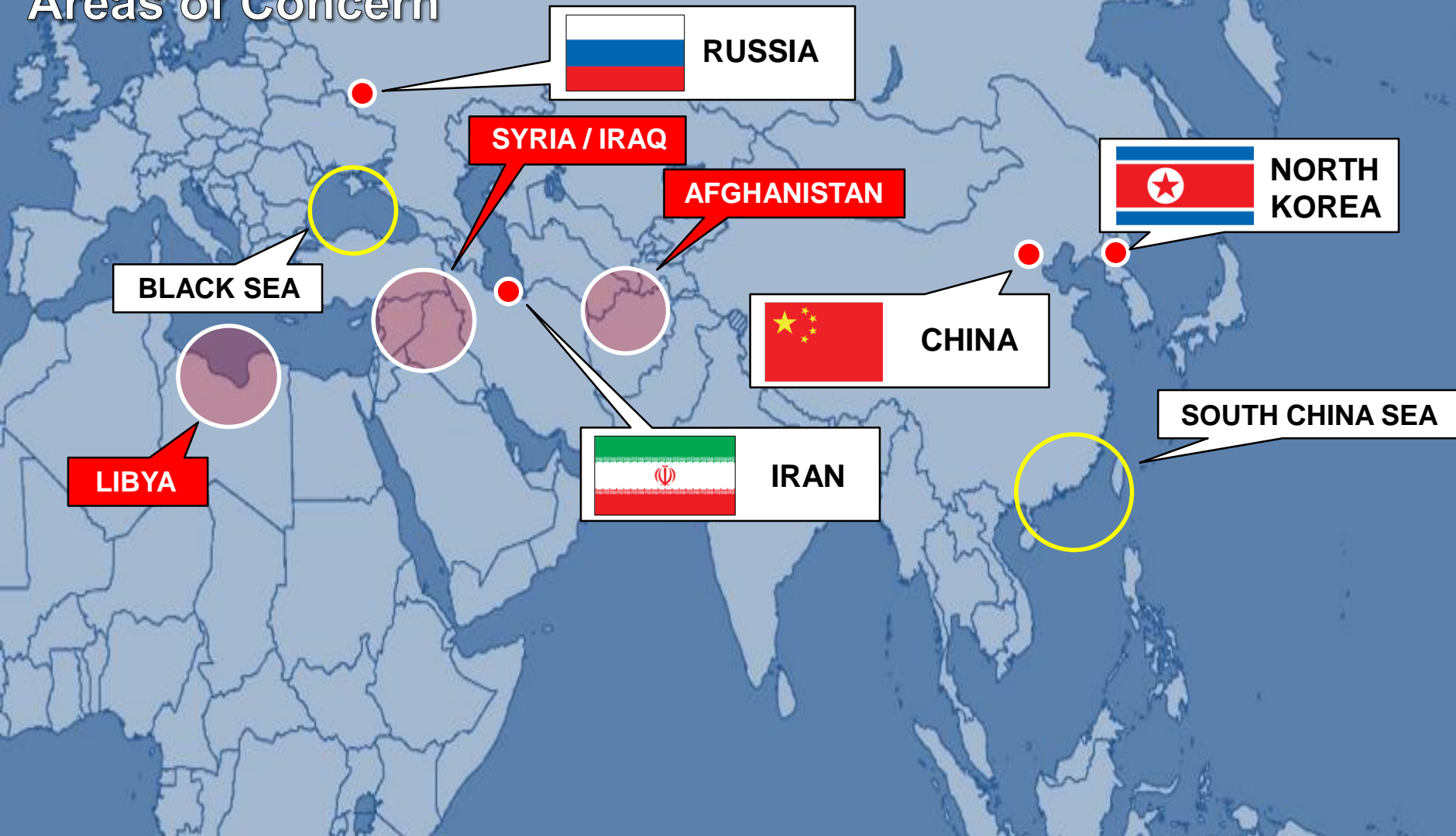
- Forward Deployed Naval Force
- Strategic Presence
- South China Sea Interactions
- Pacific Partnership
- Ballistic Missile Defense
- Theater Security Cooperation

# OUR CHALLENGES



# CHALLENGES:

Areas of Concern





**26%**

OF U.S. JOBS  
ARE TIED TO  
GLOBAL TRADE



**26%**

OF U.S.  
MANUFACTURING  
JOBS DEPEND  
ON EXPORTS



**22%**

OF U.S.  
AGRICULTURE  
PRODUCTS ARE  
SOLD OVERSEAS



# Department of the Navy Office of Small Business Programs

## Being Procurement Ready - How to do Business with the Navy and Marine Corps



“Small Business...  
*The First Option*”

Ms. Emily Harman  
Director  
DON OSBP

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# Agenda

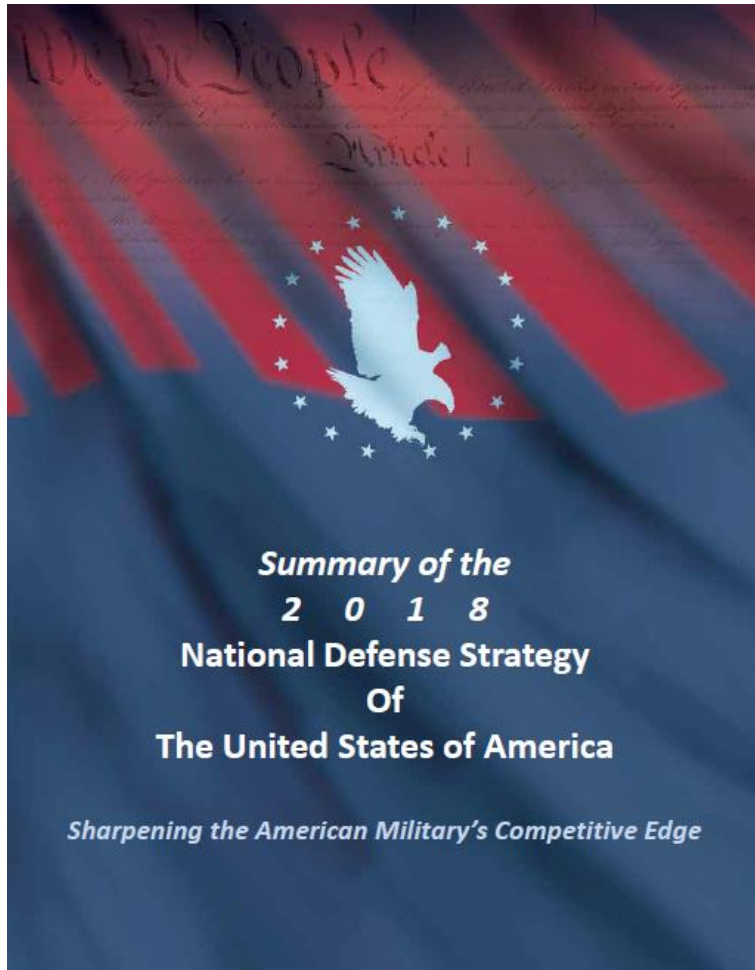
## Department of the Navy Office of Small Business Programs

- **National Defense Strategy**
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- Regional Small Business Performance and Spend
- Resources and Assistance



# National Defense Strategy

## Department of the Navy Office of Small Business Programs



### Three Lines of Effort

1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability



# Agenda

## Department of the Navy Office of Small Business Programs

- National Defense Strategy
- **Department of the Navy Office of Small Business Programs (DON OSBP) Overview**
- Being Procurement Ready
- Regional Small Business Performance and Spend
- Resources and Assistance



# Importance of Small Business to the DON

## Department of the Navy Office of Small Business Programs

- Small businesses deliver performance with agility and affordability. It is imperative that the DON identify small businesses, startups, and non-traditional suppliers to contribute to the DON's efforts to modernize key capabilities.



# History of DON OSBP

## Department of the Navy Office of Small Business Programs


### In the Business of Small Business Since 1951



# Priorities

## Department of the Navy Office of Small Business Programs

**SMALL BUSINESS – THE FIRST OPTION**



**FY 2019-2020  
STRATEGIC PLAN**

**SMALL BUSINESS ENTERPRISE  
DEPARTMENT OF THE NAVY  
OFFICE OF SMALL BUSINESS PROGRAMS**

**SMALL BUSINESS ENTERPRISE STRATEGIC FRAMEWORK**

**Vision:** Influence change and enhance a culture of small business inclusiveness across the DON.

**Mission:** Foster acquisition opportunities where small businesses can best support Sailors, Marines, and their families through policy, advocacy, counseling and training.

**Strategy:** Promote a DON-wide culture that leverages small businesses as a strategic advantage.

**STRATEGIC THEMES AND FOCUS AREAS**

PEOPLE	PROCESSES	CAPABILITIES
Ensure Professional Workforce Development	Strengthen Partnerships in the Acquisition Process	Optimize Communications



**MOTTO: "SMALL BUSINESS - THE FIRST OPTION"**

**VALUES**

Leadership Professionalism	Integrity Customer Focus	Advocacy Innovation
-------------------------------	-----------------------------	------------------------

Every Person    Every Day    Every Dollar



# Focus Areas

## Department of the Navy Office of Small Business Programs

### PEOPLE: ENSURE PROFESSIONAL WORKFORCE DEVELOPMENT

- Implement the Small Business Professional Career Path
- Encourage Mentoring relationships within the DON Small Business workforce

### PROCESSES: STRENGTHEN PARTNERSHIPS IN THE ACQUISITION PROCESS

- Create a Cadre of Small Business Professionals
- Utilize the DON OSBP
- Team with Program Managers to Identify Small Business Opportunities
- Engage with Heads of Contracting Activities and Program Executive Officers to ensure that Small Business Strategies include Measureable Performance Objectives
- Provide Tools for the Acquisition Workforce to Enhance Market Research
- Improve Visibility of Small Business Data within the DON and to Industry

### CAPABILITIES: OPTIMIZING COMMUNICATIONS

- Execute the Strategic Communication Plan to Engage all Stakeholders
- Optimize Internal and External Guidance/Communication on Small Business Related Policy and Topics
- Execute a Social Media Strategy to engage Government and Industry
- Strengthen Partnerships with Small Business Administration, Procurement Technical Assistance Centers, Small Business Development Centers, and Build Relationships with Regional Innovation Clusters/Centers

Small Business Programs

Participation in DON  
Materials for DON Small

Deficiencies Identified during



# Buying Commands

## Department of the Navy Office of Small Business Programs



U.S. Marine Corps Installations and Logistics  
[www.iandl.marines.mil](http://www.iandl.marines.mil)  
(HQMCI&L) 703-604-4219



Ground Equipment



Marine Corps Systems Command  
[www.marcorsyscom.marines.mil](http://www.marcorsyscom.marines.mil)  
(MARCORSYSCOM) 703-432-3946



Ground Weapons and IT  
systems



Naval Facilities Engineering Command  
[www.navfac.navy.mil](http://www.navfac.navy.mil)  
(NAVFAC) 202-685-9129



Construction and Facilities



Strategic Systems Programs (SSP)  
[www.ssp.navy.mil](http://www.ssp.navy.mil)  
202-433-7857



Strategic Weapons Systems  
(missile Systems)



Naval Supply Systems Command  
[www.navsup.navy.mil](http://www.navsup.navy.mil)  
(NAVSUP) 717-605-1663



Majority of Navy Buys, Services,  
material, logistics, maritime,  
aviation spares, etc.

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# Buying Commands cont'd

## Department of the Navy Office of Small Business Programs



**Military Sealift Command (MSC)**

[www.msc.navy.mil/business](http://www.msc.navy.mil/business)

757-443-1435



**Naval Air Systems Command**

[www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp)

(NAVAIR) 301-757-9044



**Space and Naval Warfare Systems Command (SPAWAR)**

[www.spawar.navy.mil](http://www.spawar.navy.mil)

858-537-0305



**Office of Naval Research(ONR)**

[www.onr.navy.mil](http://www.onr.navy.mil)

703-696-2607



**Naval Sea Systems Command (NAVSEA)**

[www.navsea.navy.mil](http://www.navsea.navy.mil)

202-781-2061



**Ocean transportation**



**Aviation**



**Information Technology/  
Communications**



**Research and  
Development (SBIR)**



**Shipbuilding**

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# DON Commands

## Department of the Navy Office of Small Business Programs



***Mr. Stan Daise***

Associate Director

Office of Small Business Programs  
Headquarters Marine Corps (HQMC)  
Installation and Logistics (I&L)

[stanley.daise@usmc.mil](mailto:stanley.daise@usmc.mil)

(703) 604-4219 - Office

### HQ Marine Corps Installation and Logistics Mission:

Drive logistics plans, policies, and initiatives to increase the capability, endurance and reach of the Marine Air Ground Task Force. I&L provides ready and resilient bases that are exceptional training and force projection platforms, while also ensuring exemplary quality of life for Marines, Sailors and their families. I&L leads innovation and modernization efforts that focus logistics and infrastructure development through the 21st Century.

FY17 Top 5 Small Business NAICS - HQMC,I&L	
NAICS	Description
541611	Administrative Management and General Management Consulting Services
541512	Computer Systems Design Services
541330	Engineering Services
541990	All Other Professional, Scientific, and Technical Services
541519	Other Computer Related Services



# DON Commands

## Department of the Navy Office of Small Business Programs



### Marine Corps Systems Command Mission:

Serve as the Department of the Navy's systems command for Marine Corps ground weapon and information technology system programs in order to equip and sustain Marine forces with expeditionary and crisis-response capabilities.

#### FY17 Top 10 Small Business NAICS - MCSC

NAICS	Description
54133	Engineering Services
541519	Other Computer Related Services
332994	Small Arms, Ordnance, and Ordnance Accessories Manufacturing
511210	Software Publishers
561320	Temporary Help Services

Mr. Kyle Beagle

Associate Director

Office of Small Business Programs

Marine Corps Systems Command  
(MCSC)

[kyle.beagle@usmc.mil](mailto:kyle.beagle@usmc.mil)

(703) 432-3944 - Office

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<http://SmallBusiness.Navy.mil>



Ms. Leah Baker

Associate Director

Office of Small Business Programs

Military Sealift Command (MSC)

[leah.baker@navy.mil](mailto:leah.baker@navy.mil)

(757) 443-1435 - Office

### Military Sealift Command Mission:

MSC safely operates, supplies, and maintains the ships that provide logistics support, conduct special missions, move military equipment, supply combat forces, provide humanitarian relief, and strategically position combat cargo around the world.

#### FY17 Top 10 Small Business NAICS - MSC

NAICS	Description
483111	Deep Sea Freight Transportation
336611	Ship Building and Repairing
483113	Coastal and Great Lakes Freight Transportation
541330	Engineering Services
721110	Hotels (except Casino Hotels) and Motels

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Ms. Bianca Henderson  
Associate Director  
Office of Small Business Programs  
Naval Facilities Engineering  
Command (NAVFAC)  
[bianca.d.henderson@navy.mil](mailto:bianca.d.henderson@navy.mil)  
(202) 685-9129 - Office

### NAVFAC Command Mission:

NAVFAC is the Naval Shore and Expeditionary Systems Command that plans, builds, and maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

FY17 Top 10 Small Business NAICS - NAVFAC	
NAICS	Description
236220	Commercial and Institutional Building Construction
561210	Facilities Support Services
54133	Engineering Services
237310	Highway, Street, and Bridge Construction
238220	Plumbing, Heating, and Air-Conditioning Contractors





Ms. Natalia Luciw  
Associate Director (Acting)  
Office of Small Business Programs  
Naval Supply Systems Command  
(NAVSUP)  
[natalia.luciw@navy.mil](mailto:natalia.luciw@navy.mil)  
(858) 537-0305 - Office

## NAVSUP Command Mission:

Provide supplies, services, and quality-of-life support to the Navy and Joint warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems. Provide centralized inventory management for Navy's non-nuclear ordnance stockpile. Provide a wide range of base operating and waterfront logistics support services, coordinating material deliveries, contracting for supplies and services, and providing material management and warehousing services.

FY17 Top 10 Small Business NAICS - NAVSUP	
NAICS	Description
541330	Engineering Services
622110	General Medical and Surgical Hospitals
541611	Administrative Management and General Management Consulting Services
541519	Other Computer Related Services
541512	Computer Systems Design Services





Ms. P. Anne Bannister  
Associate Director  
Office of Small Business  
Programs  
Naval Sea Systems Command  
(NAVSEA)  
[patricia.bannister@navy.mil](mailto:patricia.bannister@navy.mil)  
(202) 781-2061 - Office

### NAVSEA Command Mission:

Design, build, deliver and maintain ships and systems on time and on cost for the United States Navy.

FY17 Top 10 Small Business NAICS - NAVSEA	
NAICS	Description
541330	Engineering Services
336611	Ship Building and Repairing
541714	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing
336612	Boat Building



# DON Commands

## Department of the Navy Office of Small Business Programs



Mr. Shelby Butler  
Associate Director  
Office of Small Business  
Programs  
Naval Air Systems Command  
(NAVAIR)  
[shelby.butler@navy.mil](mailto:shelby.butler@navy.mil)  
(301) 757-9044 - Office

### NAVAIR Command Mission:

Provide full life-cycle support of naval aviation aircraft, weapons and systems operated by Sailors and Marines. This support includes research, design, development and systems engineering; acquisition; test and evaluation; training facilities and equipment; repair and modification; and in-service engineering and logistics support.

FY17 Top 10 Small Business NAICS - NAVAIR	
NAICS	Description
541330	Engineering Services
541714	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
336411	Aircraft Manufacturing
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing
333314	Optical Instrument and Lens Manufacturing



# DON Commands

## Department of the Navy Office of Small Business Programs



Ms. Marita Thompson

Associate Director

Office of Small Business Programs

Strategic Systems Programs (SSP)

[marita.thompson@ssp.navy.mil](mailto:marita.thompson@ssp.navy.mil)

(202) 685-9129 - Office

### Strategic Systems Programs Command Mission:

Provide credible and affordable solutions to the warfighter.

SSP directs the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

FY17 Top 10 Small Business NAICS - SSP	
NAICS	Description
541330	Engineering Services
541714	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
541513	Computer Facilities Management Services
541519	Other Computer Related Services
541611	Administrative Management and General Management Consulting Services



# DON Commands

## Department of the Navy Office of Small Business Programs



Ms. Brenda Pickett  
Associate Director

Office of Small Business Programs  
Office of Naval Research  
(ONR)

[brenda.pickett@navy.mil](mailto:brenda.pickett@navy.mil)  
(703) 696-2607 – Office

### Office of Naval Research Command Mission:

To meet current and emerging warfighter needs and deliver future force capabilities. Office of Naval Research invests 90 percent of its portfolio in mid- and long-term research while allowing for responsive, limited near-term technology insertions.

FY17 Top 10 Small Business NAICS - ONR	
NAICS	Description
541714	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
541330	Engineering Services
541511	Custom Computer Programming Services
334111	Electronic Computer Manufacturing
334516	Analytical Laboratory Instrument Manufacturing

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# SPAWAR



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Associate Director

Office of Small Business Programs  
Space and Naval Warfare Systems  
(SPAWAR)

[mark.mclain@navy.mil](mailto:mark.mclain@navy.mil)  
(858) 537-0305 - Office

### SPAWAR Command Mission:

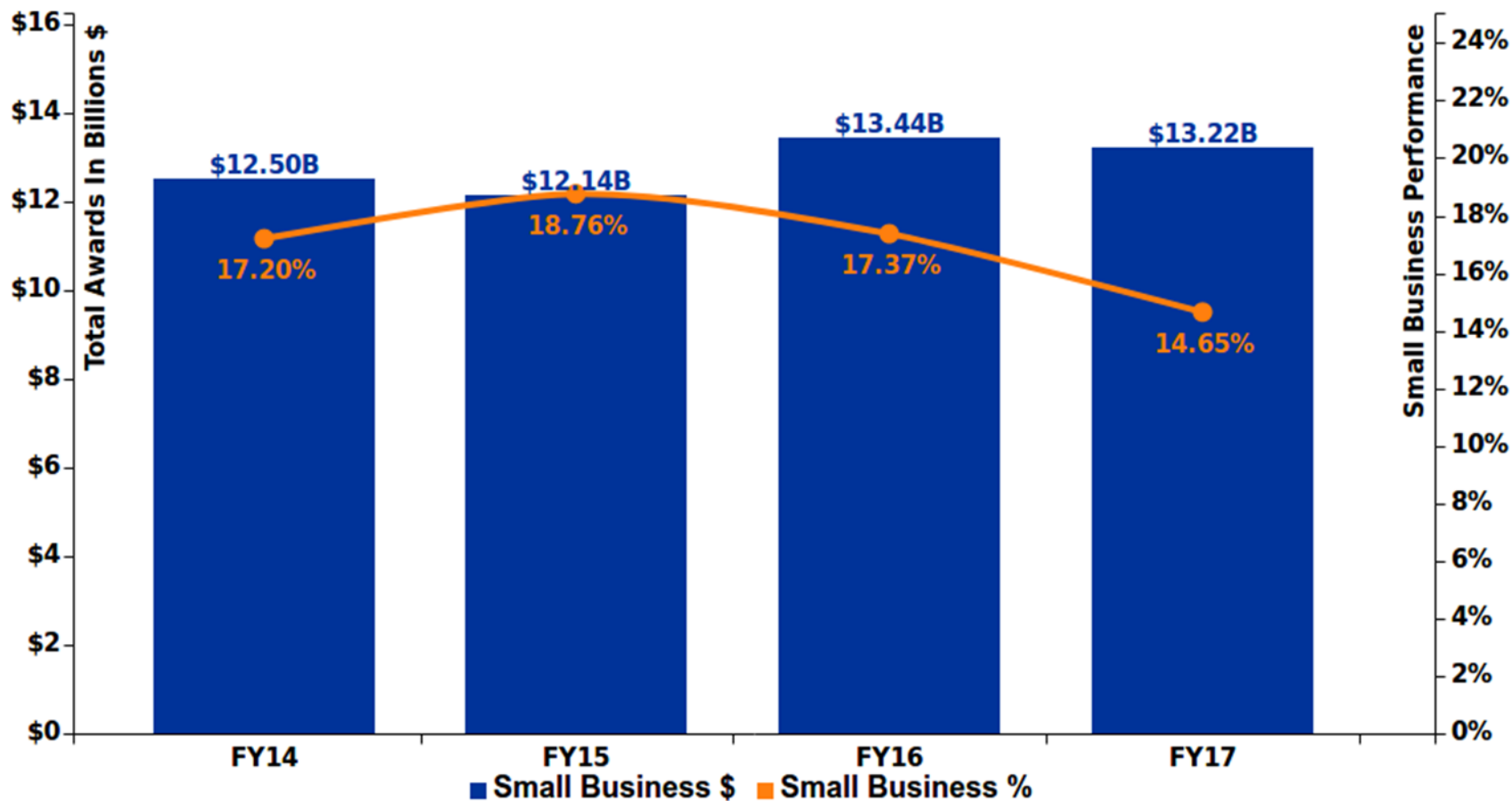
Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

FY17 Top 10 Small Business NAICS - SPAWAR	
NAICS	Description
541330	Engineering Services
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing
541519	Other Computer Related Services
541714	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)



# SB Prime Contracting

## Department of the Navy Office of Small Business Programs



Validated Fiscal Year 2017 Data as of 06 February 2018

<http://SmallBusiness.Navy.mil>

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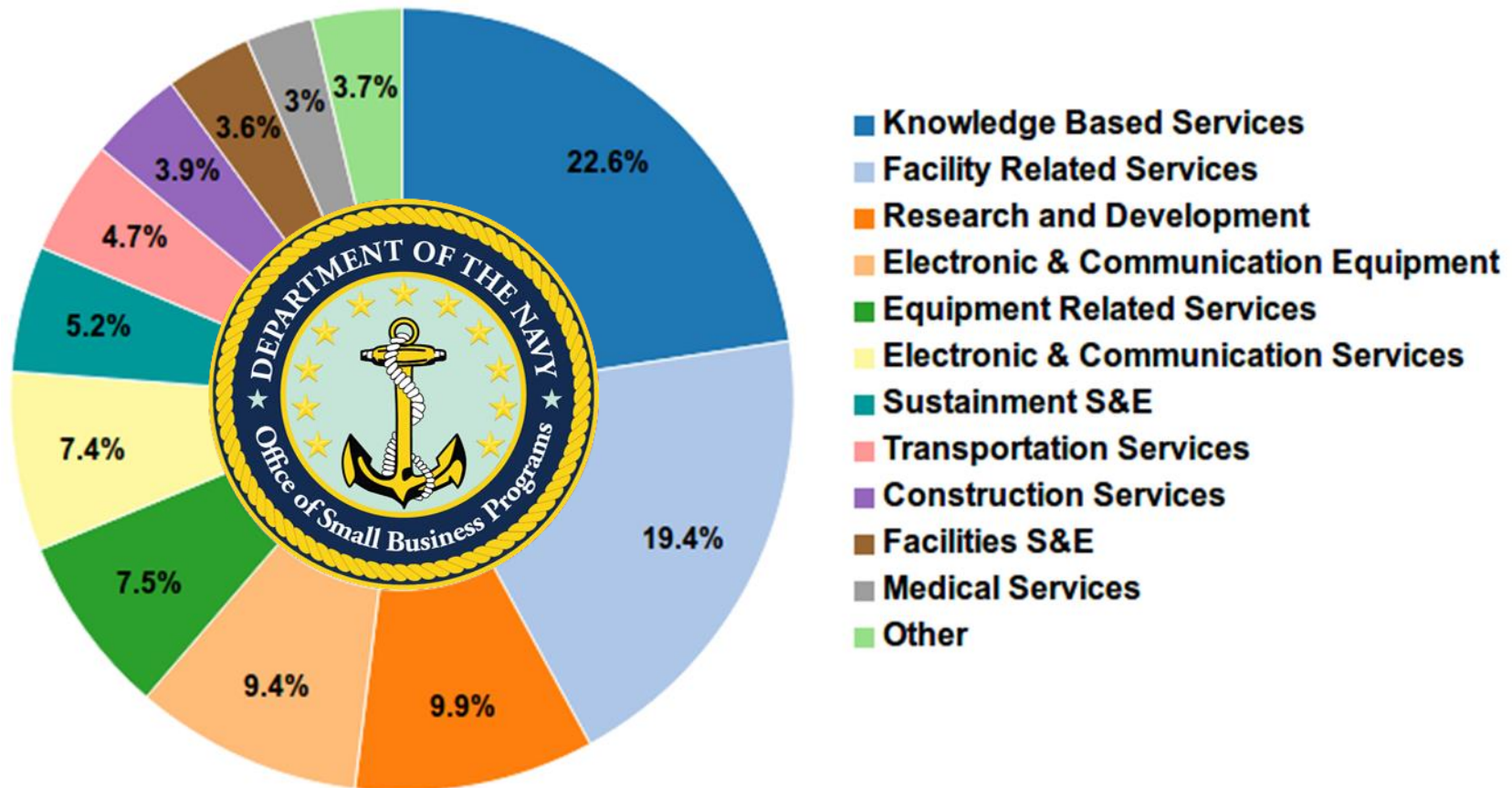
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# Awards by Portfolio Group (FY17)

## Department of the Navy Office of Small Business Programs



<http://www.acq.osd.mil/dpap/policy/policyvault/USA004219-12-DPAP.pdf>

Validated Fiscal Year 2017 Data as of 06 February 2018

<http://SmallBusiness.Navy.mil>

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# FY 17 By the Numbers

## Department of the Navy Office of Small Business Programs



# Agenda

## Department of the Navy Office of Small Business Programs

- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- **Being Procurement Ready**
- Regional Small Business Performance and Spend
- Resources and Assistance



- **Research the Navy or Marine Corps Buying Command**
  - Websites and Facebook Pages
  - Explore “Doing Business With” on DON OSBP website
  - Long Range Acquisition Forecasts (LRAF) on DON OSBP website
  - Command Specific Awarded Indefinite Delivery Indefinite Quantities (IDIQ) and Multiple Award Contract (MAC)
  - Participate in command Outreach, Industry Days, and Industry Events



# Know Your Niche cont'd

Department of the Navy  
Office of Small Business Programs

## ➤ Know how to use the Government Point of Entry and Data Reporting Sites

- Federal Business Opportunities (FBO) [www.fbo.gov](http://www.fbo.gov)
- Navy Electronic Commerce On-line (NECO) [www.neco.navy.mil](http://www.neco.navy.mil)
- Federal Procurement Data System (FPDS) [www.fpds.gov](http://www.fpds.gov)
- SeaPort-e <https://www.seaport.navy.mil>



# Small Business Administration (SBA)

## Department of the Navy Office of Small Business Programs

[www.sba.gov](http://www.sba.gov)

- SBA offers and teams with local partners to counsel, mentor, and train small businesses, entrepreneurs, and innovative suppliers



**Free business  
counseling**



**SBA guaranteed  
business loans**



**Home & business  
disaster loans**



**Federal government  
contracting**

- Website has links to District and Regional Offices as well as local resources
  - Mentorship by Service Corps of Retired Executives (SCORE)
  - Small Business Development Centers (SBDC)
  - Women's Business Centers (WBCs)
  - U.S. Export Assistance Centers
  - Veterans Business Outreach Centers (VBOCs)



# Procurement Technical Assistance Center

Department of the Navy  
Office of Small Business Programs

[www.aptac-us.org](http://www.aptac-us.org)

## ➤ Overview

- Provide local, in-person counseling and training services for you, the small business owner. They are designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments.

Statewide-Massachusetts

Statewide PTAC

<http://www.massptac.org/rfc.html>

Tillson House

University of Massachusetts

23 Tillson Farm Road

Amherst, MA 01003-9346

(413) 545-6307

The screenshot shows the APTAC website with a dark blue header containing navigation links: Home, About Us, Government Contracting Assistance, APTAC Partners, and Contact Us. Below the header is a red banner with the text "Help for Government Contracting". The main content area features a "Find a PTAC" section with a "Select a State" dropdown menu and a map of the United States. To the right of the map is a list of services: "Free Help with SAM Registration", "System for Award Management (SAM) registration is FREE", "Funded through Cooperative agreements", "Located near you", "Workshops and Seminars", "One-on-One Counseling", and "Matchmaking Events". At the bottom of the page are three red buttons: "Assistance for Small Businesses", "Get the Training You Need to", and "Find your PTAC now!".

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<https://www.msbdc.org>

### ➤ Massachusetts Small Business Development Centers (SBDC)

- SBDC advisors provide aspiring and current small business owners a variety of free business consulting and low-cost training services including: business plan development, manufacturing assistance, financial packaging and lending assistance, exporting and importing support, disaster recovery assistance, procurement and contracting aid, market research help, 8(a) program support, and healthcare guidance.



*Main Office:*  
23 Tillson Farm Rd,  
Amherst, MA 01003  
413-545-6301



➤ **Economic Development Council of Western Massachusetts (EDC)**

- The *Economic Development Council of Western Massachusetts (EDC)* is a private, not-for-profit corporation that provides resources and information to businesses operating in or entering the region by aiding in expansion, relocation and networking. Our mission is to deliver the services and business resources that will enable companies to thrive in Western Massachusetts while improving the region's economy and lifestyle through the creation of quality jobs and enhanced public and private investment.



Main Office:  
1441 Main Street.  
Springfield, MA 01103.  
413-755-1368

# System for Awards Management

Department of the Navy  
Office of Small Business Programs

[www.sam.gov](http://www.sam.gov)

## ➤ System for Award Management (SAM)

- To be eligible for traditional contract awards, businesses must be registered in SAM.gov

The screenshot displays the SAM.gov website. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right are input fields for 'Username' and 'Password', each with a 'Forgot' link below it. Further right are 'Log In' and 'Create an Account' buttons. Below these is a dark blue navigation bar with links: HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. A red alert banner states: 'ALERT: If you are registering a new entity in SAM.gov, you must provide an original, signed [notarized letter](#) stating that you are the authorized Entity Administrator before your registration will be activated. Read [our FAQs](#) to learn more about this process change.' Below the alert, a paragraph explains that SAM is an official U.S. government website with no cost to use. A bulleted list follows: 'Register to do business with the U.S. government', 'Update or renew your entity registration', 'Check status of an entity registration', and 'Search for entity registration and exclusion records'. The 'Getting Started' section contains three columns: 'Create A User Account' with a person icon and the instruction 'Start by creating a SAM user account.'; 'Register Entity' with a folder icon and the instruction 'After creating your SAM user account, log in to register to do business with the U.S. government.'; and 'Search Records' with a magnifying glass icon and the instruction 'Do a public search for existing entity registration records or exclusion records.'



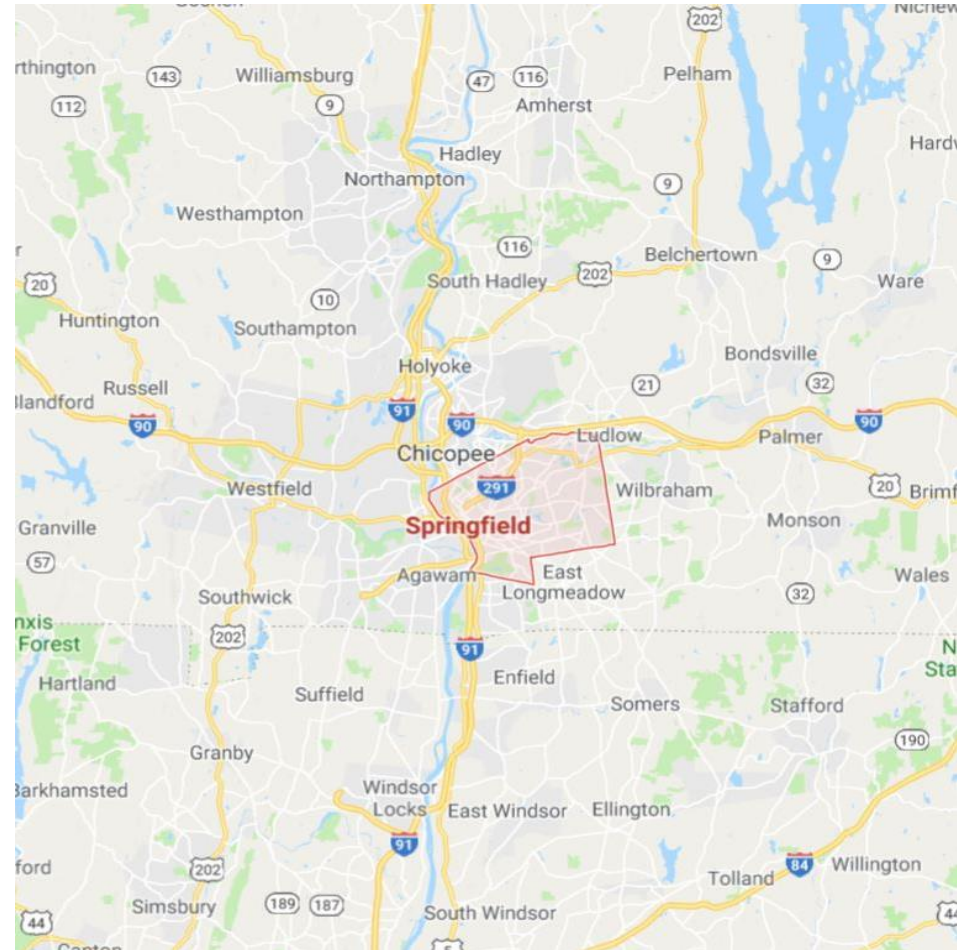
- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- **Regional Small Business Performance and Spend**
- Resources and Assistance



# FY 17 SB Performance – Springfield, Massachusetts

## Department of the Navy Office of Small Business Programs

- \$66M in prime contract obligations to small businesses in cities within a 50-mile radius of Springfield, Massachusetts
- Over \$331M awarded to small business prime contractors in the state of Massachusetts
- Over \$3.2B in prime contract obligations to all businesses in the state of Massachusetts



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# Top Overall NAICS SB/OTSB – Springfield, Massachusetts

## Department of the Navy Office of Small Business Programs

### Validated Fiscal Year 2017 – Springfield, MA Headquartered Top 10 Overall NAICS

NAICS	Description	Spend	% of Springfield, MA Spend
336412	AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING	\$328,293,156	39.50%
541330	ENGINEERING SERVICES	\$147,984,560	17.80%
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES	\$73,814,666	8.88%
561621	SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)	\$36,785,618	4.43%
333314	OPTICAL INSTRUMENT AND LENS MANUFACTURING	\$31,684,537	3.81%
561210	FACILITIES SUPPORT SERVICES	\$26,111,192	3.14%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$23,868,289	2.87%
238210	ELECTRICAL CONTRACTORS AND OTHER WIRING INSTALLATION CONTRACTORS	\$23,080,349	2.78%
325920	EXPLOSIVES MANUFACTURING	\$17,180,121	2.07%
334412	BARE PRINTED CIRCUIT BOARD MANUFACTURING	\$13,252,482	1.59%



# Top Small Business NAICS – Springfield, Massachusetts

## Department of the Navy Office of Small Business Programs

### Validated Fiscal Year 2017 – Springfield, MA Headquartered Top 10 Small Business NAICS

NAICS	Description	SB Spend	% of Springfield, MA SB Spend
541330	ENGINEERING SERVICES	\$12,009,330	17.97%
334412	BARE PRINTED CIRCUIT BOARD MANUFACTURING	\$11,088,834	16.59%
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$9,412,019	14.08%
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$6,134,808	9.18%
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$2,739,301	4.10%
335312	MOTOR AND GENERATOR MANUFACTURING	\$2,535,878	3.79%
333243	SAWMILL, WOODWORKING, AND PAPER MACHINERY MANUFACTURING	\$2,119,176	3.17%
333999	ALL OTHER MISCELLANEOUS GENERAL PURPOSE MACHINERY MANUFACTURING	\$2,011,248	3.01%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$1,719,443	2.57%
561730	LANDSCAPING SERVICES	\$1,599,902	2.39%
<i>Indicates is also Top 10 Overall NAICS</i>			



# Top Small Business PSCs – Springfield, Massachusetts

## Department of the Navy Office of Small Business Programs

**Validated Fiscal Year 2017 – Springfield, MA Headquartered Top 10 Small Business PSCs**

PSC	Description	SB Spend	% of Springfield, MA SB Spend
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$19,953,338	29.86%
3655	GAS GENERATING AND DISPENSING SYSTEMS, FIXED OR MOBILE	\$4,746,240	7.10%
6130	CONVERTERS, ELECTRICAL, NONROTATING	\$3,284,229	4.91%
5895	MISCELLANEOUS COMMUNICATION EQUIPMENT	\$2,230,781	3.34%
3615	PULP AND PAPER INDUSTRIES MACHINERY	\$2,119,176	3.17%
Z2EC	REPAIR OR ALTERATION OF PRODUCTION BUILDINGS	\$1,959,909	2.93%
4810	VALVES, POWERED	\$1,561,333	2.34%
6125	CONVERTERS, ELECTRICAL, ROTATING	\$1,493,967	2.24%
5998	ELECTRICAL AND ELECTRONIC ASSEMBLIES, BOARDS, CARDS, AND ASSOCIATED HARDWARE	\$1,378,965	2.06%
Z2NB	REPAIR OR ALTERATION OF HEATING AND COOLING PLANTS	\$1,329,135	1.99%

***Indicates is also Top 10 Overall PSC***



# Agenda

## Department of the Navy Office of Small Business Programs

- National Defense Strategy
- Department of the Navy Office of Small Business Programs (DON OSBP) Overview
- Being Procurement Ready
- Regional Small Business Performance and Spend
- **Resources and Assistance**



# DON OSBP

# Department of the Navy Office of Small Business Programs

<http://SmallBusiness.Navy.mil>

## Doing Business with the Navy and Marine Corps



<http://SmallBusiness.Navy.mil>

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# DON SBIR/STTR

Department of the Navy  
Office of Small Business Programs

<https://www.navysbir.com>

<https://www.navysbirsearch.com>

- Small Business Innovative Research (SBIR)
- Small Business Technology Transfer (STTR)



SBIR/STTR  
Phase III  
Guidebook  
Ver 1.2 April 2016



- Search the Navy SBIR Database for Phase I and Phase II Awardees
- Review the SBIR/STTR Phase III Reference Guidebook

<http://SmallBusiness.Navy.mil>

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# Mentor-Protégé Program

Department of the Navy  
Office of Small Business Programs

<https://business.defense.gov/Programs/mentor-protege-program/>

## ➤ Overview:

- Established in NOV 1990 under Section 831 of PL 101-510
- Implemented in the National Defense Authorization Act for FY 1991
- Administered IAW DFARS 219.71 & Appendix I

## ➤ Purpose: Provide incentives for DoD contractors to assist small businesses in:

- Enhancing business development and technology capabilities;
- Increasing subcontracting participation in government & commercial contracts;
- Positioning small businesses for prime contracting opportunities;
- Increasing protégé firm's technical and business infrastructure capabilities; and,
- Increasing the Small Business Industrial Base, Increasing competitive markets and Increasing utilization of Nontraditional & commercial companies.



# Leveraging DON Innovation Centers

Department of the Navy  
Office of Small Business Programs

[www.secnav.navy.mil/innovation](http://www.secnav.navy.mil/innovation)

## ➤ Overview:

- Allows industry, academia, state/local government to access unique world class labs, facilities, and ranges across the DON Research Development Test & Evaluation Enterprise.

Centers of Innovation:



[https://www.disa.mil/About/CTO/  
CRADA-Process-Overview](https://www.disa.mil/About/CTO/CRADA-Process-Overview)

## ➤ Overview:

- Authority: Title 15 U.S.C. §3710a - Allows R&D collaboration between Navy and one or more non-federal partners, with mutual research interest, to speed the commercialization of federally developed technologies
- NOT a procurement contract or grant
- Provides the means to offer intellectual property (IP) rights and other federal resources that would otherwise not be available to a non-federal partner

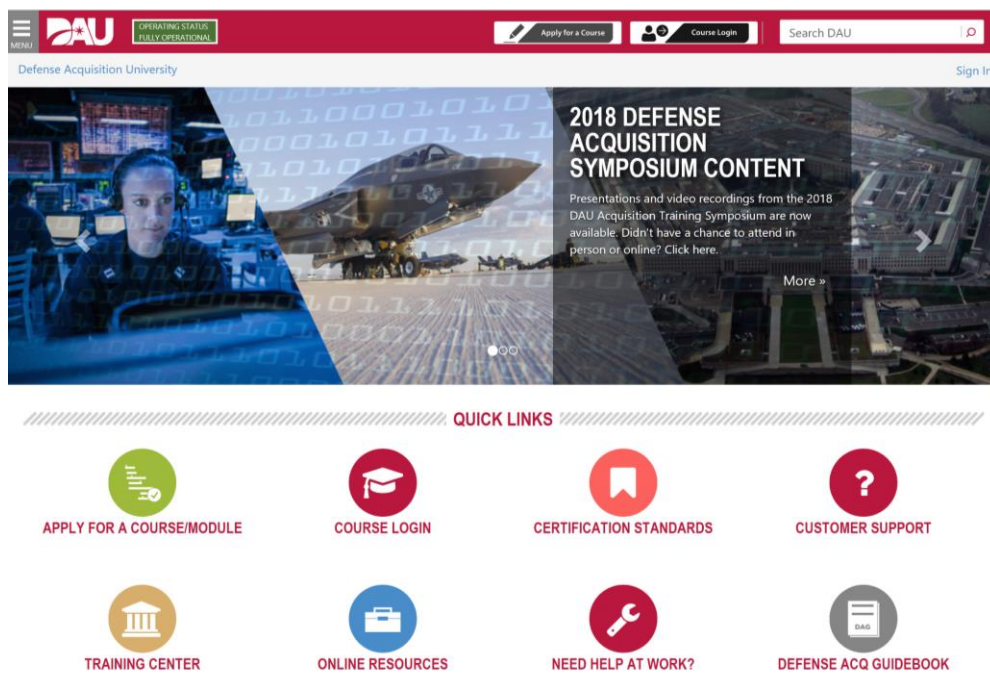


# Defense Acquisition University (DAU)

## Department of the Navy Office of Small Business Programs

[www.dau.mil](http://www.dau.mil)

### ➤ Classes and Training for Contractors



7 hrs •

Our online course enrollment system for defense industry personnel is now operational. We thank everyone for their patience. Also just a reminder, contractors are eligible to take our classes for FREE.



# Defense Contracting Audit Agency (DCAA)

## Department of the Navy Office of Small Business Programs

[www.dcaa.mil](http://www.dcaa.mil)

### ➤ Overview:

- Help for Small Business Contractors
- Audit Issues that Relate to Small Businesses



#### AUDIT PROCESS OVERVIEW

Useful information to assist contractors understand DCAA audit processes

##### Information for Contractors

A helpful guide that provides an overview of the types of audits DCAA conducts, links to checklists, and what you can expect in a DCAA audit.

- Information for Contractors

##### Help for Small Business Contractors

DCAA Small Business Focal Point ([571 448-2008](tel:5714482008)) or email

In addition to the Information for Contractors guide, DCAA offers targeted information to assist with audit issues that relate to small businesses. Access presentations below for help on specific topics important for smaller contractors:



[www.dss.mil](http://www.dss.mil)

### ➤ Overview:

- Facility Security Clearance Level (FCL) Process Orientation  
DSS Knowledge Center 888-282-7682 (option 3) with any FCL related questions
- Personnel Security Clearance Information
- Facility Clearance Checklist
- Facility Clearance Process FAQs
- FCL Orientation Handbook
- National Industrial Security Program Operating Manual (NISPOM)
- Facility and Personnel Security Clearance Guide -- Tri-Fold



Visit DSS Center for Development of Security Excellence (CDSE) at:

[www.CDSE.edu](http://www.CDSE.edu) for FREE training and resources

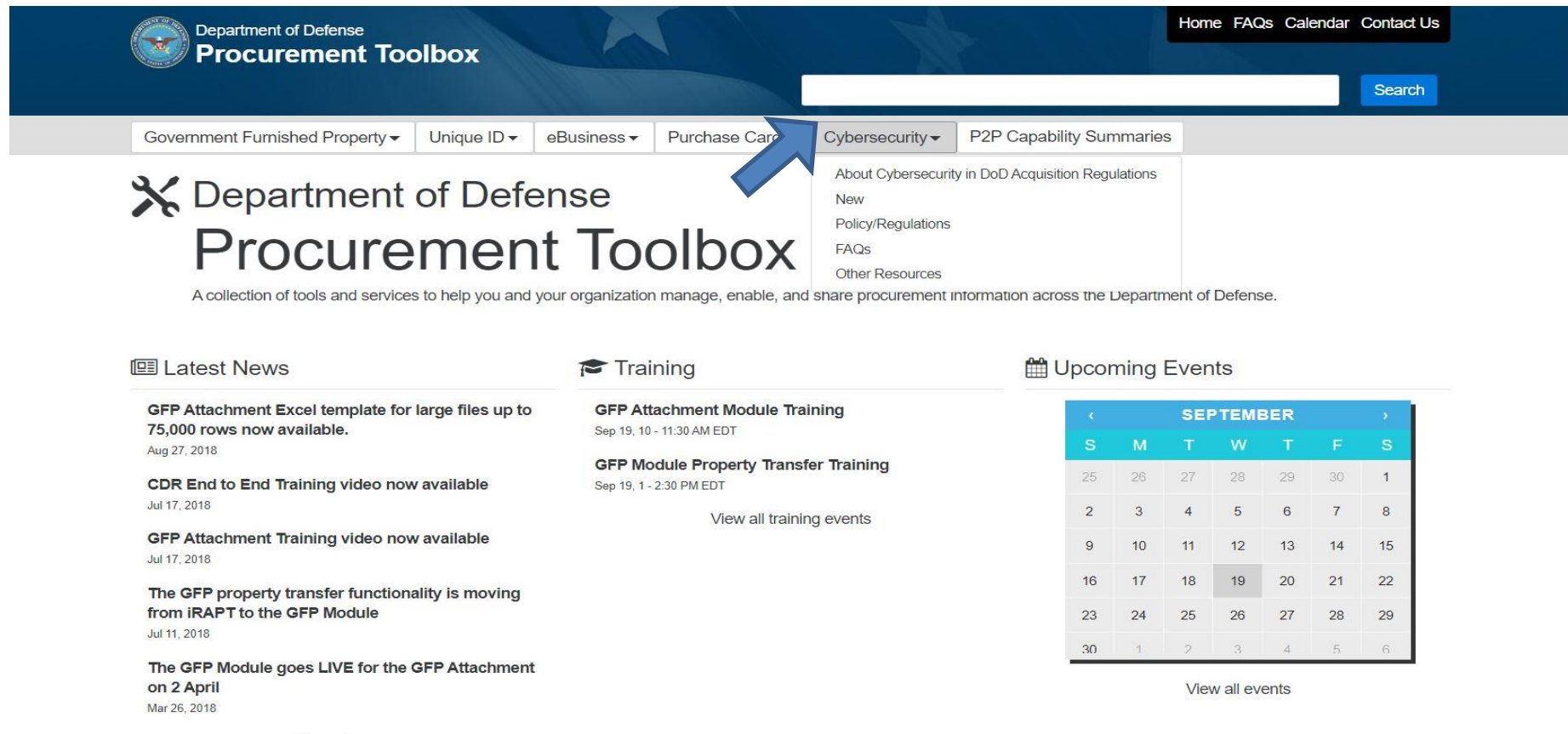
- Facility Security Officer toolkit
- Training videos



# DoD Procurement Tool Box

## Department of the Navy Office of Small Business Programs

<https://dodprocurementtoolbox.com>



Department of Defense  
**Procurement Toolbox**

Home FAQs Calendar Contact Us

Government Furnished Property Unique ID eBusiness Purchase Card **Cybersecurity** P2P Capability Summaries

**Department of Defense Procurement Toolbox**

A collection of tools and services to help you and your organization manage, enable, and share procurement information across the Department of Defense.

**Latest News**

- GFP Attachment Excel template for large files up to 75,000 rows now available.**  
Aug 27, 2018
- CDR End to End Training video now available**  
Jul 17, 2018
- GFP Attachment Training video now available**  
Jul 17, 2018
- The GFP property transfer functionality is moving from iRAPT to the GFP Module**  
Jul 11, 2018
- The GFP Module goes LIVE for the GFP Attachment on 2 April**  
Mar 26, 2018

**Training**

- GFP Attachment Module Training**  
Sep 19, 10 - 11:30 AM EDT
- GFP Module Property Transfer Training**  
Sep 19, 1 - 2:30 PM EDT

[View all training events](#)

**Upcoming Events**

SEPTEMBER						
S	M	T	W	T	F	S
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	1	2	3	4	5	6

[View all events](#)

<http://SmallBusiness.Navy.mil>

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# Cybersecurity in DoD Acquisition Regulations

## Department of the Navy Office of Small Business Programs

[Government Furnished Property ▼](#)[Unique ID ▼](#)[eBusiness ▼](#)[Purchase Card ▼](#)[Cybersecurity ▼](#)[P2P Capability Summaries](#)[Home](#) » [Cybersecurity](#)

### Cybersecurity in DoD Acquisition Regulations

- New
- Policy/Regulations
- FAQs
- Other Resources

## Cybersecurity in DoD Acquisition Regulations

The threats facing the DoD's unclassified information have dramatically increased as we provide more services online, digitally store data, and rely on contractors for a variety of information technology services. Recent high-profile incidents involving government information demand that information system security requirements are clearly, effectively, and consistently communicated to both government and industry.

The contents of this "Cybersecurity in Acquisition Regulations" page addresses the DoD's ongoing efforts—executed in partnership with industry—to improve the nation's cybersecurity. Specifically, it addresses DoD's effort to:

- Ensure that unclassified DoD information residing on or transiting through covered contractor networks or information systems is safeguarded from cyber incidents and that any consequences associated with loss of this information are assessed and minimized, and
- Understand when a cyber incident impacts a company's ability to provide operationally critical support to DoD.

The DoD needs to protect its information – whether it resides on the Department's networks and systems, or on the networks and systems of our partners in industry – so that our capabilities are not exploited, misdirected, countered, or cloned. Protecting this information will save warfighter lives. The cyber threat is not going away – we must defend our networks and systems, and the information that resides on them. Cybersecurity is a shared challenge, and we must work together to address it and reduce risk.



# Navy Week Participation

## Department of the Navy Office of Small Business Programs

<http://outreach.navy.mil/Navy-Weeks/>



Navy Office of Community Outreach (NAVCO)

Navy Week Department

[navyweeks@navy.mil](mailto:navyweeks@navy.mil)

Phone: 901-847-7048

- ✓ San Antonio, Texas - February 19-25
- ✓ Chattanooga, Tennessee - June 11-17
- ✓ Louisville, Kentucky - August 20-26
- ✓ Cleveland, Ohio - August 27 - September 2
- ✓ Albuquerque, New Mexico - September 10-16
- ✓ Springfield, Massachusetts - September 17-23
- Bossier/Shreve Port Louisiana - October 29 - November 4

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# Sea Air Space Event

Department of the Navy  
Office of Small Business Programs

[www.seaairspace.org](http://www.seaairspace.org)



**MAY 6 - 8, 2019**

**GAYLORD NATIONAL CONVENTION CENTER  
NATIONAL HARBOR, MD**

Year	Date
2019	May 6 - 8
2020	April 6 - 8
2021	April 12 - 14

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# DON Small Business Procurement Event

Department of the Navy  
Office of Small Business Programs

[www.navygoldcoast.org](http://www.navygoldcoast.org)



July 25 - 26, 2019

San Diego Convention Center  
111 W. Harbor Drive, San Diego



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# Get Connected

# Department of the Navy Office of Small Business Programs

## DON OSBP Facebook Page:

[www.facebook.com/NAVYOSBP](http://www.facebook.com/NAVYOSBP)

obtain up to date Defense Industry information, Navy and Marine Corps outreach events, informational videos, and participate in Facebook Live events.



Participate Live with DON Leadership, Small Business Professionals, and in Industry Discussions

Topics Include:  
DON Small Business Utilization  
SBIR/STTR  
Being Procurement Ready  
Market Research  
Acquisition Integrity  
Other Transaction Authority  
Stay Tuned for Future Topics



Search



DON OSBP  
YouTube Channel:  
[www.youtube.com](http://www.youtube.com)

DON OSBP FY 17 Year in Review In Photos

Stay connected via YouTube and Twitter for announcements, watch tutorials, interviews, events, and get live updates from the DON.

Twitter: @DON\_OSBP



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